

Proposal Submission:
November 17, 2021



Prepared for:
Jim Gilmour
Office of the City Auditor
225 4th Street North
Fargo, ND 58102



The City of Fargo Request for Development Proposals

Disposition of 1 2nd Street South



Investment • Development • Management

745 31st Ave. E Ste 105, West Fargo, ND 58078
701.866.1006

EPICCompaniesND.com
Todd.Berning@EPICCompaniesND.com

211117

LETTER OF INTEREST

THANK YOU FOR CONSIDERING US!

Dear Mr. Jim Gilmour,

Thank you for the opportunity to present you with this proposal. As you will see throughout our proposal, EPIC Companies has experience with numerous developments in the region. We would be honored to work on the 1 2nd Street South Fargo, ND lot, to develop it into an asset the community can be proud of.

Fargo has worked hard to successfully ensure the quality of life for its citizens with great schools, good health care, excellent public service works, and access to natural beauty along the Red River.

Our vision is to build a mixed-use development with commercial and residential spaces that will focus on catering to multiple audiences. EPIC Companies is a regional leader with completed mixed-use projects in operation (Bismarck, Detroit Lakes (MN), Fargo, Jamestown, Minot, Moorhead (MN), and West Fargo) plus additional projects in construction/design stages throughout the region (Bismarck, Fargo, Grand Forks, Minot, and West Fargo).

We understand the commitment to this project, to perform the services expeditiously and in a timely manner. As the developer, we understand the scope of work and will do our due diligence to complete the project. This parcel of land is currently underutilized and our goal is to create a gateway, from Moorhead to Fargo, a positive welcome to this great city that residents and travelers alike can be proud of.

EPIC Companies has over 25 mixed-use buildings in their portfolio. This includes 1000+ residential units and 350,000+ square feet of commercial space. Of the 1000+ residential units, around 153 of them are affordable housing, and we are currently developing over 50+ condos, which provide vital housing to the areas they serve. We are community driven and focused. Our experience spans from mixed-use developments, multi-family housing, affordable housing, and numerous financing options.

Each group involved has the ability to deliver quality performance and results in key areas such as: Planning, Legal, Public-Private Partnerships, TIF/Tax Abatement, Design, Finance, Gifting and Tax Strategies, Construction, Plaza Design, Leasing, Maintenance and Management; each step is required for an accomplished project of this size and scope.

Our company's mission, "Enhancing communities through innovative development", is our intention with this project. We want to create a positive impact on this neighborhood by complimenting the current developments of the community, as well as creating a building with distinct character that separates it from the masses. Our local connections as residents of North Dakota show we are very well acclimated not only to the development location, but the entire region. We have thoroughly analyzed all aspects of development, design, and construction for this project. Our goal is to provide a foundation for feeling safe with an opportunity to succeed in a community.

Our commitment to providing a better quality of life through mixed-use buildings shines through in the following portfolio. We appreciate your time and consideration, and look forward to hearing from you regarding our proposal.



Todd Berning
President | 745 31st Ave. E Ste 105, West Fargo, ND 58078

ENHANCING COMMUNITIES THROUGH INNOVATIVE DEVELOPMENT.

01

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02 ABOUT EPIC COMPANIES

A North Dakota Company

+

25+

MIXED-USE BUILDINGS

With years of experience, EPIC prioritizes the development of mixed-use buildings. Mixed-use properties bring the maximum usage out of the space.

+

350,000+

COMMERCIAL SQUARE FEET

EPIC works hard to find the best business for the developed space. We work with restaurants, offices, retail and more to help provide an exceptional business experience.

+

1,000+

RESIDENTIAL UNITS

EPIC designs residential layouts with the tenant in mind. Each building has the challenge of a unique audience that requires a different set of amenities. We strive to provide an outstanding living experience to each individual tenant.

OUR VALUES



Evolve and Adapt

At EPIC Companies, we empower our employees to make decisions, and constantly strive to improve with each project we develop.



Build Relationships

We believe that connecting with our tenants, investors, and employees helps drive success.



Open Communication

EPIC encourages directness so our employees and their ideas can thrive.



Change Your Thoughts, Change Your World

By simply changing your thoughts, one can change the world around you.



Be Humble

We are confident, but are aware of our weaknesses and continue to strive for improvement.

02

OUR MISSION



ENHANCING COMMUNITIES THROUGH INNOVATIVE DEVELOPMENT.

EPIC COMPANIES AND OWNERS COMBINED PROJECT EXPERIENCE

* Prior Firm Experience

ACQUISITION

EPIC Place - Grand Forks, ND (Newly Remodeled)
Four Points by Sheraton - Fargo, ND
The Mill - Grand Forks, ND (Newly Remodeled)

IN DEVELOPMENT

Allie Commons - West Fargo, ND
Bolig Square - Moorhead, MN
Liberty Town Center - Fargo, ND
JP Place - Perham, MN
The Tracks - Minot, ND

UNDER CONSTRUCTION

Area 57 Phase II - Bismarck, ND
Boulevard 3 by EPIC - West Fargo, ND
ENVY at The Lights - West Fargo, ND
Park South II - Minot, ND
Makt by EPIC - Fargo, ND
TAB42 - Fargo, ND
The Arch - Fargo, ND

The Beacon - Grand Forks, ND

DEVELOPED PROJECTS

Arbor Courts - Fargo, ND
Area 57 Phase I - Bismarck, ND
Beaver Ridge - Minot, ND
Betty Engelstad Sioux Center - Grand Forks, ND *
Block E - Moorhead, MN
Blu on Broadway - Minot, ND
Boulevard Square I & II - West Fargo, ND
Broadway Plaza - Minot, ND *

County Jail - Grand Forks & Rugby, ND *
Gateway by EPIC - Fargo, ND
EPIC at The Lights - West Fargo, ND
ECHO at The Lights - West Fargo, ND
Frito Lay - Minot, ND *
Highlander Office Park - Minot, ND
Lignite Apartments - Lignite, ND
Meadowlark Town Homes - New Rockford, ND
McKinley Plaza - Detroit Lakes, MN
Minot Country Club - Minot, ND
NDSF Grandstand - Minot, ND
Park South Phase I - Minot, ND
Pioneer Place - West Fargo, ND
Northern Mall Partners - Grand Forks, ND

Ralph Engelstad Arena - Grand Forks, ND *
Ralph Engelstad Arena - Thief River Falls, MN *
Scheels Arena - Fargo, ND *
Sheyenne Plaza - West Fargo, ND
The Firm - West Fargo, ND
UJ Place - Jamestown, ND
Urban Plains Office & Retail - Fargo, ND *
Vanné - Moorhead, MN

DEVELOPED PLAZAS

POW/MIA Plaza - West Fargo, ND
Essentia Health Plaza at The Lights - West Fargo, ND



EPIC Companies

Serving 9 Communities
Throughout ND & MN.

03

EXPERIENCE & QUALIFICATIONS

WE UNDERSTAND MIXED-USE DEVELOPMENT



WHY EPIC

EPIC Companies will make certain that our services will meet and exceed your needs. We are committed to providing the leadership, qualified staff members, and necessary resources to conclude the project.



RELATIONSHIP TO BUILD UPON

The project team has a solid relationship that has been created by working together on multiple developments. Our organizations are on a first name basis and we have a proven track record for working together to meet budget and schedule goals.



LOCAL STAFF AND RESOURCES

Our leadership and professional staff combined live in Fargo, West Fargo and Moorhead. We have thorough understanding of the local working conditions. Time and time again, our subcontractor relationships have saved valuable time and money. We know how to build the right team for your project.

BUILDING SYNERGY

We would be bringing two other buildings and their amenities to this parcel due to the harmonious relationship of the buildings.

MIXED-USE HOUSING EXPERTISE

EPIC Companies has developed a specialized team of designers, developers, and construction professionals with a wide range of experience in completing mixed-use projects. The team is experienced in both new construction and renovation of historic spaces. Our goal is to maximize our unit square footage and provide efficient units to the public. EPIC is experienced and well-versed in completing mixed-use developments for a variety of audiences.

03

AN EPIC UNDERSTANDING OF DEVELOPMENT PROCESS

EPIC Companies has the personnel, experience, partners, and overall expertise to provide the City of Fargo with a quality mixed-use project. Over the years, we have refined our processes and gained significant resources that are critical to making an effective development. Our process is based upon three key words: **INVESTMENT**, **DEVELOPMENT**, and **MANAGEMENT**.

The first goal in the development process is raising capital. One of our biggest assets as a development company is our financial capability. EPIC is a privately held company that partners with other private equity consultants to raise funding for each individual project. We have experience working with multiple accounting and CPA firms, private equity partners, and other groups who help us meet our funding goals.

Open communication is important in the development process, not only with the client, but with the investors. EPIC keeps open communication with investors through our online investor portal, annual investor meetings, and investor socials. Investors have access to their private portfolio and can access rent rolls, income statements, construction reports, balance sheets and tax returns at any time.



“

WHILE MUCH OF THE CITY'S FOCUS HAS BEEN ON BOOMING RESIDENTIAL AND COMMERCIAL DEVELOPMENT A RELATIONSHIP WITH EPIC HAS ALLOWED US TO FOCUS ON AMENITIES, COMMUNITY DEVELOPMENT AND THE INTANGIBLE ELEMENTS THAT MAKES A PLACE SPECIAL.

**- TINA FISK,
CITY OF WEST FARGO
ADMINISTRATOR**

Our ability to finance projects is indicated in our letters of support as well as shown through our mixed-use experience. EPIC Capital, the investment arm of EPIC Companies, led by Bill Leier, utilizes investment vehicles such as traditional equity investments, 1031 exchanges, fixed-rate subordinate debt notes, and self-directed IRA's.

Once funds are acquired, the next phase is the development process. EPIC Companies has partnered with local firms that have years of experience. These firms are Construction by EPIC, Gehrtz Construction Services, Confluence, MBN Engineering, and Heyer Engineering.

EPIC is projecting a development that includes residential and commercial space. EPIC's in-house architect, Ben Zeltinger, and heads of development, Amy Hass, Brian Kounovsky, and Blake Nybakken will guarantee coordination between all parties involved. We work with the demands of the design team to make sure the design phase aligns with the financial model and appeals to all parties involved.

EPIC Companies works carefully with the planning and zoning officials, engineering departments, and the city staff to follow all local and federal guidelines in the development phase. Our team conducts regularly scheduled meetings to open lines of consistent communication and to align the firm's focus to be on task and cognizant of moving parts to help not overlook potential setbacks. We provide additional layers of oversight for the good of the project. EPIC has successfully accomplished multiple PUD's and P3 agreements in different municipalities and are very comfortable with the process. We also bring in experts, such as John Shockley and Katie Bertsch of Ohnstad Twichell, to guide us through the process.

All EPIC Companies' previous mixed-use developments have been delivered on time and on budget. We project a 18 month timeline for a project of this scope and size. EPIC Companies' ability to lease residential units is unmatched, with occupancy rates nearing 100%. This is highlighted even further in our project portfolio. EPIC takes pride in being able to adapt to different markets and circumstances and is willing to pivot direction for the good of the project. Our main goal is the overall performance of the project and best interest of our investors.

We work hard, ensuring that our vacancy rate is low to non-existent. A low vacancy rate is a product of teamwork. Behind the scenes, our maintenance, marketing, and management teams work together to achieve the goal of providing exceptional work and service in their individual departments. EPIC has created an intelligent and creative community that is more than qualified to successfully produce this mixed-use development.

“

THEIR COMMUNICATION AND FLEXIBILITY HAS BEEN TREMENDOUS WHICH HAS MADE THE PROJECT MOVE ALONG VERY SMOOTHLY AND EFFICIENTLY.

- UNIVERSITY OF JAMESTOWN

“

FARGO IS A CITY WITH A LOT GOING FOR IT. FARGO WEATHERED THE CURRENT ECONOMIC RECESSION WITH REMARKABLE RESILIENCE AND STILL MAINTAINS A LOW UNEMPLOYMENT RATE ALONG WITH A DIVERSE AND PRODUCTIVE ECONOMY. FARGO'S EDUCATION SYSTEM, FROM KINDERGARTEN THROUGH COLLEGE, IS AMONG THE NATION'S FINEST. FARGO HAS A WELCOMING COMMUNITY AND IS GROWING IN POPULATION AND NATIONAL INFLUENCE.

-FARGO GO2030 COMPREHENSIVE PLAN

04

PROJECT SCHEMATICS

1 2ND STREET SOUTH, FARGO, ND 58102

DESCRIPTION OF PROPERTY

PRELIMINARY SCHEMATIC PLANS

- 7 Stories
- 37 Apartments
- 30 Condos
- 75,000 SF

BUILDING SIZE

This building will be a total of 90,000 SF, 7 stories tall, contain 2nd floor parking, and a basement.

The first floor will hold 15,000 SF of commercial space. Floors 3-7 will house 37 apartment units and 30 condos at a total of 75,000 SF. The 2nd floor will include 35 parking spaces.

MATERIALS & DESIGN *See Exhibit 1*

Commercial siding similar to the Gateway by EPIC building.

- Metal panels of masonry
- Store front glass
- Cement board siding

CIRCULATION PATTERNS *See Exhibit 2*

Maintaining a flow of traffic on Main Street is important in this property design. The proposed design mitigates incoming traffic through the existing curb out located in front of the Gateway by EPIC building. Both incoming and outgoing traffic will be served through this driveway.

LOADING/SERVICE *See Exhibit 2*

This development will be connected by round-about to Gateway by EPIC and offer a shared parking lot for fluid access and off street parking.

TOTAL PROJECT COST:

\$23,000,000

*Approximate numbers on projects building size.



Exhibit 1

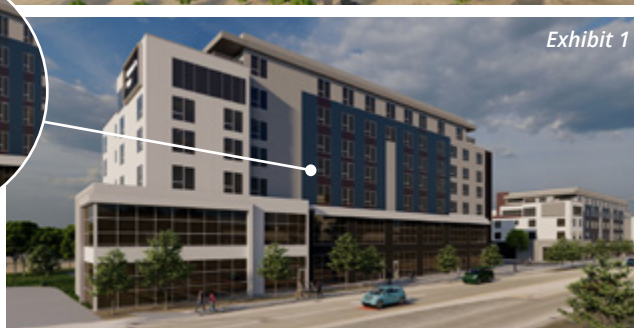
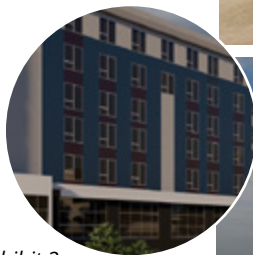
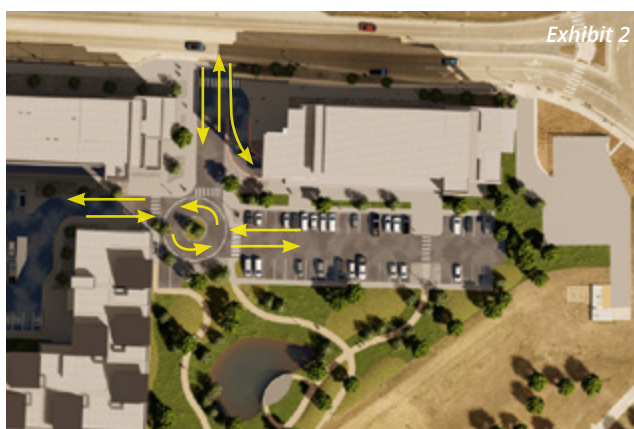
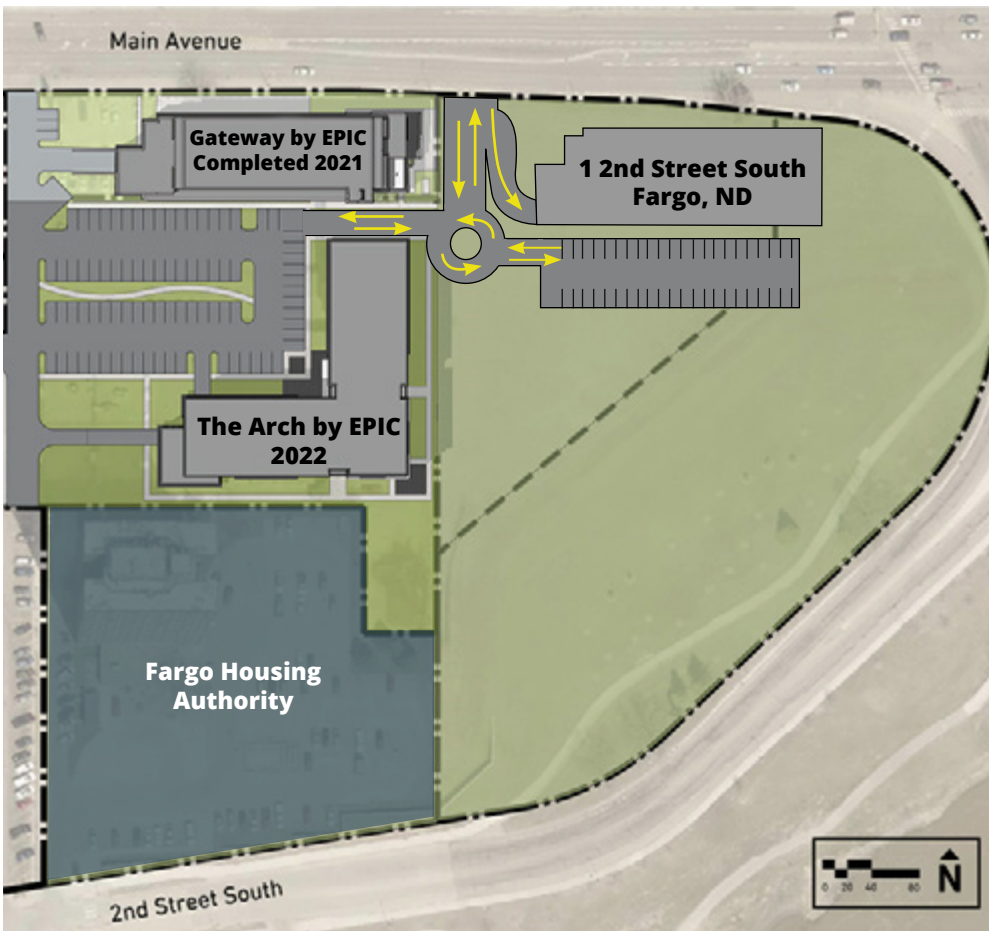


Exhibit 2





PROPOSED BUILDING SPECS

- Underground**
 - 35 Parking Spaces
- 1st Floor**
 - Shared Parking Spaces
 - 15,600 Commercial SF
- 2nd Floor**
 - 35 Parking Spaces
- 3rd Floor**
 - 18 Apartments
- 4th Floor**
 - 19 Apartments
- 5th Floor**
 - 10 Condos
- 6th Floor**
 - 10 Condos
- 7th Floor**
 - 10 Condos

05

PROPOSAL

CONSIDERATION FOR CURRENT DEVELOPMENT

INTEGRATION OF WHOLE DEVELOPMENT



Shared Services • Shared Parking • Outdoor Space • Commercial Businesses
Owners and Renters of Units



05

TIMELINE

The construction for this project will be done by **Gehrtz Construction Services**. This project will begin construction approximately summer of 2022 and be completed fall of 2023.



DOCUMENTS COMPLETION

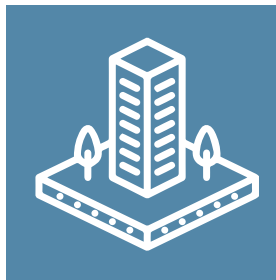
Winter 2022

All documents on land ownership will be completed and filed.

LAND TURNED OVER

June 2022

Land purchased by EPIC Companies.



Walkable, Mixed Use Centers

Walkable mixed use centers will be catalysts for well designed, high density development that increases walk-ability, access to amenities, and provides other sustainable benefits of density.
- Fargo Go2030



CONSTRUCTION BEGINS

Summer 2022

Construction begins work on 1 2nd St. S, Fargo. *For construction timeline refer to page 27.*

Celebrate the River

Flooding from the river has been a threat in years past, but there is potential to create great public spaces next to the river. These locations would give access to the river and can potentially be combined with flood protection and development projects.
- Fargo Go2030

COMPLETION

End of Year 2023

Construction complete and ready to be leased and managed by EPIC Management.



06

IDENTIFICATION OF ENTITIES

EPIC COMPANIES & TEAM

DEVELOPER



PROJECT MANAGER



CONSTRUCTION



ARCHITECT

If awarded, EPIC Companies will do an RFP for Architecture services.

LANDSCAPE ARCHITECT



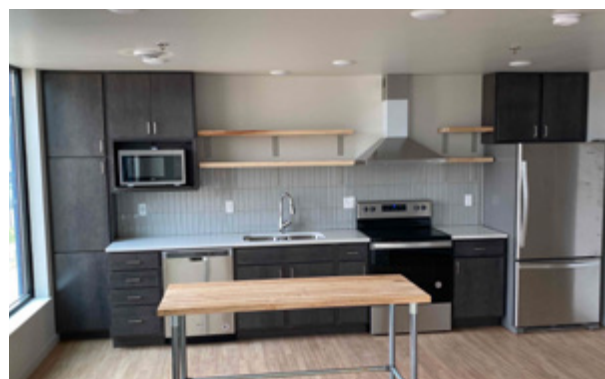
ENGINEERING



INVESTMENT



DEVELOPMENT



MANAGEMENT

At EPIC Companies, we believe our people are what truly make the difference. We believe every job is important, no matter the scope. We are innovators who work relentlessly to bring ideas to life.



Todd Berning
President



Brian Kounovsky
Vice President



Amy Hass
CEO



Blake Nybakken
COO



Vicki Campbell
CFO



Ben Zeltinger
Director of Design



EPIC Companies continues to have an aspirational vision for the future, the addition of CBE is a testament to that. We built this team to bring in highly experienced professionals that are hard-working, high-energy, and self-motivated. By doing this, the team brings over 50 years of combined construction experience.



Andy Quittschreiber
Vice President of
Construction



Nick Giobres
Construction Manager

With offices in Fargo and Minot, North Dakota, **Gehrtz Construction Services** works with a variety of personality types, trades, and work groups. We're known for our people who are honest, hardworking, professional, and energetic. Through our dedication and integrity, our team members work together to build collaborative relationships with owners, architects, engineers, and subcontractors.

Our company takes a collective approach to all construction and construction management projects, working closely with owners and designers. Well before ground is broken, we provide construction estimating, scheduling information, and valued engineering services that allow you to make informed decisions so your construction project can be completed efficiently at the highest possible quality.

QUALITY & COMMITMENT

Our dedication to quality, customer satisfaction, and integrity is illustrated in our management philosophy and expertise that we bring to every project. With many years of combined experience, our construction management team and field construction managers have become experienced problem solvers in providing full-service construction project management and coordination.

These Points Allow Us to Create a Seamless Process For All Projects:

- All principle players are involved from before the ground is broken until owner occupancy.
- Regular scheduled meetings throughout the project keep all lines of communication open.
- Safety regulations are discussed and a master safety program is prepared to ensure confidence in a safe workplace.



Steve Gehrtz
Owner, Construction Manager



WHO WE ARE

Confluence is a professional consulting firm comprised of landscape architects, urban designers and planners. Our staff of 71 includes 39 licensed landscape architects and AICP certified planners – and our firm is comprised of energetic, creative, and passionate people who are involved in making our communities better places to live. We assist our clients on a wide range of public, educational, institutional and private sector projects. Our landscape architects are licensed to practice in Colorado, Kansas, Iowa, Idaho, Illinois, Michigan, Missouri, Minnesota, Montana, Nebraska, North Dakota, South Dakota, Wisconsin, Wyoming, Texas and Utah – and this list continues to grow to meet our client's needs.

WHAT WE DO

Simply stated - we create places full of life. The diversity of our work and expertise has become a hallmark of our firm, and it's a big reason why our clients engage us again and again to help establish their next creative vision for the future. We offer a wide array of design and planning capabilities, handling everything from stakeholder and community engagement activities, to crafting urban design and community planning solutions, to representing our clients during construction implementation. With over twenty years of award-winning experience and hundreds of completed projects, Confluence has shaped the practice of landscape architecture, planning and urban design across the Midwest, and we love what we do. What can we do for you?

HOW WE WORK

Our creative process is focused on collaboration and insightful interaction with our clients, consultants and the community in which we work. We begin by gaining an insightful and objective understanding of each project, including how it fits into the surrounding context. This includes analyzing existing conditions, identifying challenges and defining the specific issues that need to be resolved. From vision to completion, our team excels in collaborating to shape and achieve your "what's next" – while also planning ahead on your long-term strategy. The diversity of our practice and professional experience provides a solid framework upon which to build successful strategies for achieving our client's goals.



Brian Reinarts, ASLA
Associate Principal



MBN Engineering, Inc., an S Corporation, was established in 2007 to provide engineering services to the upper Midwest. The firm provides civil, electrical, mechanical, and transmission engineering services.

With over 100 years of combined experience, our principles lead a team of innovative design professionals. We are committed to providing engineering services that are tailored to each of our clients' needs. Our primary goal is to ensure a successful outcome on every project that we are involved with.

CIVIL NARRATIVE

Overview

The project will consist of multiple mixed-use type buildings tied together utilizing urban landscaping that is prevalent in the surrounding downtown corridor. Pedestrian connectivity will have a heavy influence on site design as well as maximizing parking opportunities on-site due to the lack of surrounding on street parking. All pedestrian paths will follow ADA guidelines.

Elevations

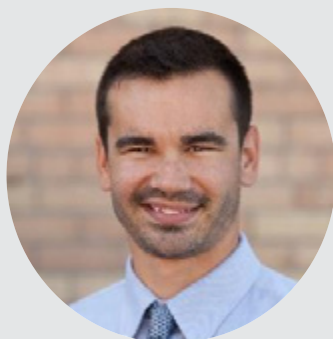
Finish floor elevations will be set in accordance with the City of Fargo requirements for both the FEMA Floodplain and the 41-foot inundation elevation, whichever is greater. The adjacent lot to the west has a fairly significant elevation drop towards the south and west. This may trigger the need for small, stepped, retaining walls so as to not negatively impact the neighboring property.

Storm Sewer

MBN Engineering will work with City of Fargo officials to determine the most adequate methodology to provide storm water retention & treatment. MBN has been involved with a majority of the larger projects in the downtown area and is familiar with stormwater requirements within DMU zoning. These projects typically evaluated the pre-development conditions versus post-development conditions to determine the allowable release rates to be discharged to the municipal sewer. Water quality requirements will be met with a hydrodynamic separator or similar.



Mike Berger, P.E., LEED AP BD+C
Electrical Project Manager



Tony Sager, PE
Civil Project Engineer



Heyer Engineering, Inc., a full-service structural engineering firm established in 1983, has completed over 15,000 projects in more than 40 states and internationally with total project costs of \$5 billion plus.

With a culture of mutual respect, trust, excellence in service, creative thinking, collaboration, and dedication to quality, individually and as a group, we work diligently on behalf of our clients and the communities we serve.

To make our client's dream a reality, our firm provides unique expertise in structural design, engineering, and 3D modeling.

We are experts in steel, wood, concrete, prestressed and precast concrete, masonry, light gauge steel framing, and aluminum construction.

MIXED-USE PROJECT LIST

- Boulevard 3 by EPIC (2022) - West Fargo, ND
- The Arch by EPIC (2022) - Fargo, ND
- ENVY at The Lights (2022) - West Fargo, ND
- Gateway by EPIC (2021) - Fargo, ND
- Mercantile (2020) - Fargo, ND
- ECHO at The Lights (2020) - West Fargo, ND
- UJ Place (2020) - Jamestown, ND
- Pioneer Place (2018) - West Fargo, ND
- Downtown Shakopee Apartments (2019) - Shakopee, MN
- EPIC at The Lights (2018) - West Fargo, ND
- Area 57 (2018) - Bismarck, ND
- Pioneer Place (Phase I) (2017) - West Fargo, ND
- Ain Dah Yung Center (2017) - St. Paul, MN
- Alexandre Marie Apartments (2013) - Fargo, ND
- WSC Housing (2012) - Williston, ND
- Civic Auditorium Redevelopment (2010) - Grand Forks, ND
- Cityscapes Plaza (2008) - Fargo, ND
- Jackson Place Development (2005) - Elk River, MN
- Bluff Block (2005) - Elk River, MN
- University Place (2005) - University of North Dakota Campus
- Woodhaven Plaza (2004) - Fargo, ND
- Stone West Village (2004) - Moorhead, MN & Fargo, ND



Jason Skiple, PE
Principal/Senior Structural Engineer



Nicole Crist, PE
Project Structural Engineer



06

GATEWAY BY EPIC

310 MAIN AVE, FARGO, ND 58103

OPENED OCTOBER 2021

Gateway by EPIC consists of commercial space and 53 apartments including, studio, one, two, and multi-level units. Surrounded by patrons, this prominent location is sure to benefit any type of business whether retail, office, customer service, and more. Gateway overlooks the Red River and offers all residents a lively downtown lifestyle.



5 Stories • 53 Residential Units

13,000+ SF of Commercial Space • Home to The Fryn' Pan Restaurant



PROJECT DETAILS

Project Cost	\$13,300,000
Development Type	Mixed-Use
Project Status	Completed 2021
Funding Source	Private Equity, Traditional Financing, Ren. Zone
Project Timeline	14 Months



06

THE ARCH BY EPIC

300 MAIN AVE, FARGO, ND 58103

UNDER CONSTRUCTION

The Arch by EPIC, phase II of the downtown Gateway development, is a 7-story building featuring commercial space, condos, and apartments. The Arch began construction in summer 2021. This building will be a focal point of the downtown experience by adding additional living to the area. The Arch will have 15 single story apartment units, 15, 2-story apartment units, 34 condos, and 12,600+ SF of commercial space. These residential units will have upscale features and underground parking.



**7 Stories • 3 Floors of Condos • 2 Floors of Apartments
12,600+ SF of Commercial Space**



PROJECT DETAILS

Project Cost	\$31,000,000
Development Type	Mixed-Use
Project Status	Complete 2023
Funding Source	Private Equity, Traditional Financing, Renaissance Zone
Project Timeline	18+ Months



06

BLU ON BROADWAY

1629 SOUTH BROADWAY, MINOT, ND 58702

OPENED OCTOBER 2021

Blu on Broadway is a mixed-use, affordable housing development in Minot, ND. This 5-story building includes 9,000+ SF of 1st floor commercial space and four levels of multi-family affordable housing rental units (42 total). One and two bedroom units range in price from \$600-925. Other features include 2-story units, underground parking, outdoor recreation space, a community video board, and more. As the former home of Northern Bottling Company, this location is a substantial landmark along Broadway in Minot.



5 Stories • 42 Apartment Units • 9,000 SF of Commercial Space
Home to X-Golf and Cobalt Nutrition

PROJECT DETAILS

Project Cost	\$12,000,000
Development Type	Mixed-Use, Affordable Housing
Project Status	Completed 2021
Funding Source	Private Equity, HUD, NDR,
Project Timeline	16 Months



Partially funded by HUD and CDBG-NDR grant. Guaranteed affordable housing for a 20-year period thanks to the NDR program with the City of Minot. We do business in accordance with the Federal Fair Housing Law.

06

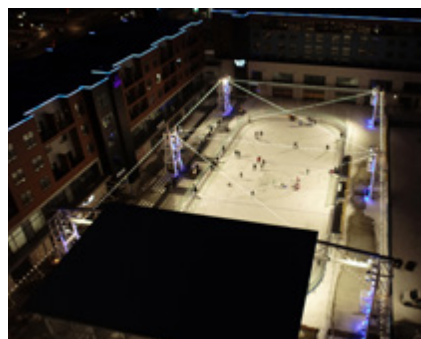
THE LIGHTS

3150 SHEYENNE STREET, WEST FARGO, ND 58078

The Lights is a large development including four mixed-use commercial and residential buildings surrounding an entertainment plaza. A parking garage is on-site to accommodate tenants and traffic. Four distinct buildings will provide more than 120,000 + square feet of premium space for businesses, events, and living. The Essentia Health Plaza at The Lights is home to monthly events including yoga, acoustic concerts, and ice skating - all hosted on a transformable plaza. Combined, the four buildings will host 20+ commercial units and 100+ private residential units, which are currently leased.



**3 Buildings • 5 Stories • 100+ Apartments and Condos
120,000+ SF of Commercial Space • Home to Essentia Health Plaza**



PROJECT DETAILS

Project Cost	\$60,000,000
Development Type	Mixed-Use/Entertainment District
Project Status	Phase I & II Completed 2020 Phase III 2023
Funding Source	Private Equity, TIF, Traditional Financing
Project Timeline	In Progress



06

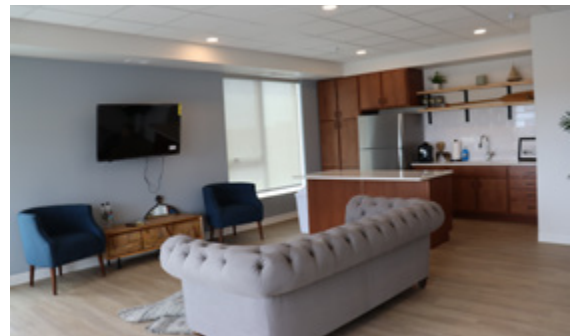
VANNÉ

1530 1ST AVENUE N, MOORHEAD, MN 56560

Vanné is a mixed-use building on 1st Avenue in Moorhead, Minnesota. It is a combination of residential and commercial, creating a community within a community. Located next to Moorhead's own Junkyard Brewing, Sol Ave. Kitchen, and more! This active space is right out your front door. The Community of Moorhead is currently working on a downtown study that will create a downtown location to enhance the lives of its residents.



5 Stories • 33 Residential Units • 9,300 SF of Commercial Space



PROJECT DETAILS

Project Cost	\$14,000,000
Development Type	Mixed-Use
Project Status	Completed 2021
Funding Source	Private Equity, City Incentives, Traditional Financing
Project Timeline	12 Months



06

AREA 57

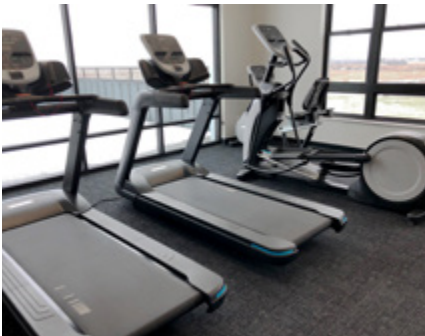
202, 208, 220, & 226 E GREENFIELD LANE, BISMARCK, ND 58503

Area 57 is a master-planned, mixed-use development in Bismarck, ND. It's one of the most unique developments in all of central North Dakota. Its sister locations are The Lights, located at 32nd Avenue and Sheyenne Street in West Fargo, ND and The Beacon by EPIC in Grand Forks, ND.

Phase I of Area 57 includes two buildings with both commercial and residential units. Phase II began construction in the spring of 2021, creating an additional two buildings that will be complete in fall 2022. All the buildings have an attractive and modern design, located next to Bismarck Surgical Associates and The Light of Christ High School.



**4 Buildings • 4 Stories • 100+ Residential Units
42,000+ SF of Commercial Space**



PROJECT DETAILS

Project Cost	\$38,000,000
Development Type	Mixed-Use
Project Status	Phase I Completed 2020 Phase II Under Construction
Funding Source	Private Equity, Traditional Financing
Project Timeline	In Progress



06

THE YARDS ON SHEYENNE DOWNTOWN WEST FARGO

SHEYENNE STREET, WEST FARGO, ND 58078

Sheyenne Plaza, Pioneer Place and The Firm are all mixed-use commercial and residential buildings in the heart of downtown West Fargo. Built with a modern, crisp design, adding toward the completion of the downtown West Fargo streetscape. All three properties include community spaces for residents, fitness rooms, patios and underground parking.



SHEYENNE PLAZA

444 Sheyenne Street, West Fargo, ND 58078

PROJECT DETAILS

Project Cost	\$11,600,000
Dev. Type	Mixed-Use
Project Status	Completed 2017
Funding Source	Private Equity, Trad. Financing, PPR
Project Timeline	14 Months

5 Stories
22 Residential Units
45,000 SF Commercial Space



PIONEER PLACE

300 Sheyenne Street, West Fargo, ND 58078

PROJECT DETAILS

Project Cost	\$13,000,000
Dev. Type	Mixed-Use
Project Status	Completed 2019
Funding Source	Private Equity, Trad. Financing, PPR
Project Timeline	14 Months

5 Stories
51 Residential Units
13,000 SF Commercial Space



THE FIRM

344 Sheyenne Street, West Fargo, ND 58078

PROJECT DETAILS

Project Cost	\$8,000,000
Dev. Type	Mixed-Use
Project Status	Completed 2021
Funding Source	Private Equity, Trad. Financing, TIF
Project Timeline	11 Months

3 Stories
26 Residential Units
9,706 SF Commercial Space



HOME TO THE POW/MIA PLAZA \$2 MILLION - CITY FUNDED

REQUESTED INCENTIVES

If awarded the opportunity to develop the property next to Gateway, EPIC Companies will explore all options possible to make this a walkable, mixed-use center. We will take into consideration incentives such as the current Renaissance Zone and Opportunity Zone in place for this location. Our goal would be to develop a property that caters to downtown Fargo and its surrounding counterparts.

OPPORTUNITY ZONE/RENAISSANCE ZONE



5-YEAR
RENAISSANCE ZONE



TRADITIONAL
FINANCING



PRIVATE
INVESTORS



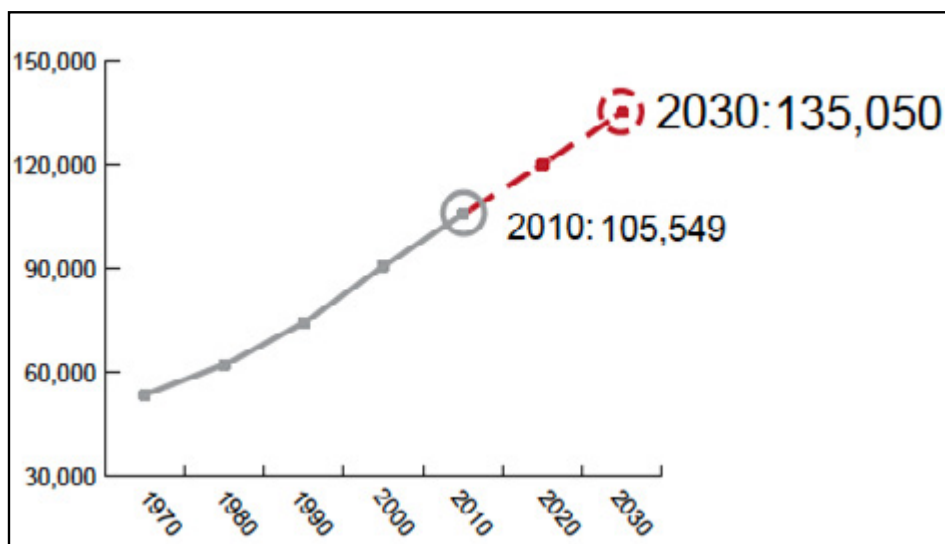
COMMUNITY PROFILE



This word cloud represents the ideas and input from the public meetings and stakeholder interviews. The larger the word, the more often it was mentioned. Source: wordle.net

AGING POPULATION, INCREASING DIVERSITY

As Fargo grows, its demographics are changing. Fargo's population is becoming older and more diverse. These demographic changes will impact areas such as preferred housing types, transportation options, and the role of education in the community.



POPULATION GROWTH

Fargo is growing quickly. In the past 2 decades Fargo has grown from 74,111 people in 1990 to 105,549 in 2010. Fargo will continue to grow and is projected to reach 135,050 people by 2030. Adding nearly 30,000 people to Fargo while increasing the quality of life for existing and future residents will require careful planning and visionary leadership.

**From Go2030 Fargo's Comprehensive Plan*

The Construction Process would begin Summer of 2022 with construction limits and security fencing being established and installed. From that point, based on the proposed building design, deep foundation and excavation work would commence followed by concrete foundations. Once concrete foundations are ready, the precast concrete podium structure & circulation towers would be erected with concrete toppings poured.

The project would then transition into framing and dry in of the building. Once the building is dried in, rough-ins would commence with insulation, drywall, and finishes being completed on each floor respectively starting at the 7th floor, working down the building. Summer of 2023 would provide for the ability to install site utilities, paving, etc. with landscaping being complete late summer/early fall of 2023. Rough timeline would provide for a building opening end of year 2023.

Task	Duration	Start	Finish
Proposed Start 6/1/22	395 days	06/01/22	12/01/23
Deep Foundations & Excavation	4 weeks	06/01/22	06/26/22
Foundations	6 weeks	06/29/22	08/07/22
Podium & Toppings	6 weeks	06/10/22	09/18/22
Framing	20 weeks	07/21/22	02/05/23
Dry-In	4 weeks	02/08/23	03/02/23
Rough-In	14 weeks	03/05/23	06/10/23
Utilities/Paving/Sitework	6 weeks	07/01/23	08/12/23
Insulation & Drywall	2 weeks	07/03/23	07/21/23
Finishes	10 weeks	08/15/23	10/20/23
Building Turnover	4 weeks	10/23/23	11/18/23
Landscaping & Final Site Items	2 weeks	11/21/23	12/01/23



07

PROPOSED PRICE



OUR OFFER:

EPIC proposes to pay \$22/SF for 54,000 SF of land at 1 2nd Street S, Fargo, ND or in the amount of \$1,188,000.



11/01/2021

Re: EPIC Companies

Bank Forward has had the pleasure of working with EPIC Companies on numerous projects and I personally have worked them in the past on 5+ large scale commercial mixed use/development projects before moving over to Bank Forward. Each and every project we have financed has turned out exactly as it was presented up front upon initial development in terms of cost and completion dates. Their projects are designed to elevate the surrounding properties and provide value to the communities in which they are built. They truly care of the about communities they are apart of, which is sometimes not the norm. We are grateful to have the opportunities to work with Epic now and in the future.

Regards,

Marc Knutson

Market President – Fargo

Bank Forward

701.532.4081 (D)

Marc.Knutson@BankForward.com

5650 37th Ave S | Fargo, ND 58104 | T701.293.9540 | F701.293.3338 | bankforward.com

Think Forward. Own Forward. Move Forward. It's Simply the Forward Way.

11/10/2021

From: Matt Marshall

This letter is intended to confirm EPIC Companies' experience working on a variety of development and redevelopment projects. In my time as Economic Development Director for the City of West Fargo, EPIC Companies completed multiple projects working with the city, Bank of North Dakota, and private investors to bring projects together. Tax Increment Financing: EPIC Companies worked with the City of West Fargo, Cass County, and local schools to receive tax increment financing to complete public and private projects. State statute allows a city to use the incremental increase in taxes to help projects get completed that would not otherwise happen. EPIC Companies allowed the city to use the increments they were paying to build public infrastructure such as a parking ramp, plaza space, and other associated infrastructure. In other projects, EPIC and the city used tax increments to remove old buildings in order to prepare the underlying sites for development.

Bank of North Dakota: The Bank of North Dakota offers financing programs that buy down interest. EPIC Companies worked with the City of West Fargo and lead lenders to combine programs and take full advantage of interest buy down. EPIC Companies also worked with the Bank of North Dakota on new financing programs surrounding public infrastructure that was unique to their projects and not part of a standard program.

Public Private Partnership: EPIC is the sole developer in West Fargo's downtown. Because of the complexity involved in starting a major redevelopment, the city and EPIC Companies entered into a Public Private Partnership. Unique to the state of North Dakota, the agreement included a land lease, public amenities, and complex financing through a bank group formed by EPIC. Recently, EPIC worked with the city on approval for the fifth multistory building which will include a parking structure.

If I can provide any additional details on a particular project or answer any questions, please feel free to contact me at 701-630-4658.

Sincerely,



Matt Marshall



11/14/2021

To Whom It May Concern:

It is my pleasure to write to you about the City of West Fargo's experience with EPIC Companies in redevelopment and development efforts in the City of West Fargo.

Over the past 20 years, the City of West Fargo has more than doubled in population and land area. While much of the City's focus has been on booming residential and commercial development, a relationship with EPIC has allowed us to focus on amenities, community development and the intangible elements that makes a place special.

Our public-private partnership with EPIC delivered more than \$40 million in redevelopment to our downtown along Sheyenne Street. This revival includes five new mixed-use buildings, a civic plaza, branding and future street improvements to promote walkability and livability in the area. The total return on the City of West Fargo's investment will be close to \$5.3 million. Due to these efforts, the City of West Fargo was named a Main Street Community in 2018 and awarded North Dakota Governor Burgum's Main Street Excellence Award in 2019.

The partnership with EPIC has not only revitalized our downtown, but also led to strategic development on the south side. The Lights at Sheyenne 32 is an innovative live, work and play development that includes four mixed use buildings, a central plaza space for community events and West Fargo's first parking garage.

Sincerely,

Tina Fisk, City Administrator
City of West Fargo

Email: tina.fisk@westfargond.gov
Phone: 701-433-5300

800 Fourth Ave. E., Suite 1 West Fargo, ND 58078 | (701) 433-5300 | westfargond.gov

City of Minot

11/03/2021

This letter is written to confirm that the Epic Companies is in the midst of the construction of a mixed used partially HUD CDBG-NDR funded project in the City of Minot. The project is both privately and publicly funded to infuse new investment in an area of the City in need of it with this project to house both commercial uses as well as Low/Moderate Income rental apartment units.

The project and the company went through an extensive due diligence process as is required by HUD CDBG rules which resulted in an exciting model project for the use of HUD CDBG funds as leverage through the development agreement that was approved by the Minot City Council.

The City also has experience with Epic Companies through its work and support of a non-profit corporation, Essential Living, with which the City has entered both development and sub-recipient agreements for provision of Low/Moderate income rental units.

One project has been successfully completed and as a result of the success of that project, the City has provided funding for a second project which is currently underway.

The mixed use project with Epic Companies, known as Blu on Broadway, is on schedule, has met all required deliverables and private financing obligations, and construction is underway.

Sincerely,


John R. Zakian
City of Minot
Disaster Recovery Grant Program Manager &
Chief Resilience Officer




**FIRST WESTERN
BANK & TRUST**

You can bank on us

P.O. Box 1090 • Minot, ND 58702-1090 • 701-852-3711

11/05/2021

My name is Jersey Benson, Vice President and Business Banking Manager of First Western Bank & Trust headquartered in Minot, ND. This letter is intended to express my unbiased opinion of Epic Companies and reference the relationship we have established along with identifying the company's ability to provide affordable housing while meeting the compliance requirements.

Our relationship began in 2017 regarding a new affordable housing project located in Minot, ND. This particular project renovated an existing three-story building into a 41-unit complex designed to be occupied by low to moderate income citizens who may qualify pursuant to the Department of Housing and Urban Development and the North Dakota Housing Finance Agency. As of today, this project is fully stabilized providing the necessary affordable housing needed within the community.

Based on our review, Epic Companies have appropriately met the requirements and criteria to continue providing affordable housing. In fact, we currently have two more affordable housing projects that have been approved and we are proud to partner with Epic Companies. The team at Epic Companies has the ability to provide any requested material regarding compliance in a very detailed and timely manner. Therefore, Epic Companies is highly qualified to develop and sustain affordable housing projects.

Over the last three years the relationship between Epic Companies and First Western Bank & Trust has been exceptional. As a community financial institution, it is our mission to support impactful community projects and we feel Epic Companies management and expertise in affordable housing can continue to make impactful projects to communities across North Dakota. If you have any questions please don't hesitate to contact me.

Sincerely,

Jersey Benson
FIRST WESTERN BANK & TRUST
V.P. & Business Banking Manager

• MINOT • BISMARCK • EDEN PRAIRIE •
firstwestern.bank



1ST MINOT
REALTY, INC.

219 S. MAIN STREET
MINOT, ND 58701

TEL: 701-838-0136
COLDWELLBK.COM

Re: EPIC Companies

11/01/2021

To Whom It May Concern:

Nearly ten years ago, I had the opportunity to work with Minot State University Foundation and Todd Berning of EPIC Companies to build a mixed-use development called Beaver Ridge. This development was the first of its kind in Minot and was right across from the campus of Minot State University. Beaver Ridge provided housing for many MSU students and some highly desired new commercial space on the main floor of the building.

As a real estate developer myself I see the importance that mixed-use developments provide for a community. I believe in the process that EPIC Companies uses to deliver a project from start to finish. Recently, EPIC was awarded another mixed-use development with the City of Minot called Blu on Broadway which will be another benefit to the community.

These types of developments require high levels of coordination and planning in order to succeed. Everything from design, financing, city approvals, development agreements, and into the construction and management, EPIC knows how to deliver. I have first-hand experience working with EPIC on other projects that involved creative financing solutions, multiple governmental agencies funding, compliance and oversight. Throughout these projects we have worked hand in hand to build a relationship that continues to carry on over time. As a member of the National Association of Home Builders, and in the past serving on the National Board, I have had the opportunity to share experiences related to development with other Association members. Developers all across the country agree that deadlines and budgets are extremely important to the development process and this is something EPIC Companies excels at.

We have been pleased with the process of communicating and working with EPIC. I highly recommend EPIC Companies as a mixed use developer. Feel free to contact me with any questions.

Sincerely,

F. Bruce Walker, Owner/Broker

Coldwell Banker 1st Minot Realty and Management Inc.

UND graduate 1972

Each Office Is Independently Owned and Operated

ENHANCING COMMUNITIES THROUGH INNOVATIVE DEVELOPMENT.



Proposal Submission:
November 17, 2021

EC

